



# An Energy Efficiency Workshop & Exposition

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Kansas City, Missouri

## ***Super ESPC Lessons Learned***

Phil Voss

Senior Project Leader

National Renewable Energy Lab



## ***Eliminate the Barriers***

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- Involve the right people early and often
- Get management support from the beginning and keep them informed
- Determine and respond to motivators for energy efficiency, conservation, and ESPC
- Commit to partnering with your ESCO



## *Help Your ESCO Help You*

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- Set regular discussion intervals
- Set realistic timelines and milestones that the Government and the ESCO can meet
- Allocate time to review and discuss proposal
- Have realistic expectations
  - Project scope
  - Measurement & Verification
  - Contract term



## *Other Helpful Tips*

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- Determine where your state and utility stand in terms of deregulation
- Consider construction period savings to reduce contract term
- M&V and commissioning are critical to verifying ECM performance
- DOE and DoD have experienced Project Facilitators available